

**C-4216**

**Sub. Code**

**84811**

**M.B.A. DEGREE EXAMINATION  
SHIPPING AND LOGISTICS MANAGEMENT  
APRIL 2021 EXAMINATION**

**&**

**APRIL 2020 ARREAR EXAMINATION**

**First Semester**

**INTERNATIONAL BUSINESS MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by counter trade?
2. Write a short note on technological gaps.
3. What are the main features of SAARC?
4. What do you mean by trade deficit?
5. State any two objectives of FEMA.
6. List the factors contributing to the growth of Eurocurrency market.
7. Define TRIPS agreement.
8. What do you mean by vertical foreign direct investment?
9. Write a note on American depository receipt.
10. Give any two functions of SEZs in promoting international trade.

**Part B**

(5 × 5 = 25)

Answer **all** questions, by choosing either (a) or (b).

11. (a) What is factor endowment theory? Discuss the criticism of factor endowment theory.

Or

- (b) Explain the product life cycle theory of international trade.

12. (a) Explain the following agreements:

- (i) Commodity agreements
- (ii) Quota agreements
- (iii) Buffer stock agreements.

Or

- (b) Distinguish between bilateral and multilateral contracts.

13. (a) Explain the purchasing power parity theory and the rationale behind it.

Or

- (b) Elucidate the major types of exchange rate systems.

14. (a) Discuss the functions and role of WTO.

Or

- (b) Elaborate the principles of GATT.

15. (a) Discuss the main objectives of setting up of special economic zones in India.

Or

- (b) Explain the purpose of export credit risk insurance.

**Part C**

(3 × 10 = 30)

Answer **all** questions, by choosing either (a) or (b).

16. (a) Describe the various types of integration.

Or

- (b) What is meant by pre-bretton woods period?  
Explain the bretton woods system.

17. (a) Discuss the limitations and dangers of foreign capital.

Or

- (b) Describe the scope and features of Eurocurrency market.

18. (a) Describe the types and significance of foreign investment.

Or

- (b) Discuss the various institutional finance for exports.

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**C-4222**

**Sub. Code**

**84821**

**M.B.A. DEGREE EXAMINATION  
SHIPPING AND LOGISTICS MANAGEMENT  
APRIL 2021 EXAMINATION**

**&**

**APRIL 2020 ARREAR EXAMINATION**

**Second Semester**

**WAREHOUSING AND INVENTORY MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define warehousing.
2. List out the needs for warehousing.
3. What do you mean by supply chain management?
4. What is MRO inventory?
5. Define warehouse management system.
6. What is dependent demand system?
7. Define ABC inventory control.
8. List out distribution approaches.
9. Define vehicle travel path time.
10. What do you mean by handling time?

**Part B**

(5 × 5 = 25)

Answer **all** questions, by choosing either (a) or (b).

11. (a) Explain the concepts of warehousing.

Or

- (b) Give a brief note about decision making in warehousing.

12. (a) Narrate a note on WIP inventory.

Or

- (b) Write a note on role of inventory management in supply chain.

13. (a) Explain the necessity of warehouse management system.

Or

- (b) Give short note on distribution resource planning.

14. (a) Explain managing inventories by ABC.

Or

- (b) What is true multi echelon approach?

15. (a) Explain the principles of materials handling system.

Or

- (b) Give short note on effective performance systems.

**Part C**

(3 × 10 = 30)

Answer **all** questions, by choosing either (a) or (b).

16. (a) Narrate an essay on various types of warehouses.

Or

- (b) Explain the role of inventory management in competitive strategy.

17. (a) Discuss the logics of determining location and sequence of warehouse management system.

Or

- (b) Write an essay on uncertainty in material management systems.

18. (a) Describe the concept of managing inventory in single echelon networks.

Or

- (b) Comment on the fundamentals of various types of material handling systems.

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**C-4223**

**Sub. Code**

**84822**

**M.B.A. DEGREE EXAMINATION**  
**SHIPPING AND LOGISTICS MANAGEMENT**  
**APRIL 2021 EXAMINATION**  
**&**  
**APRIL 2020 ARREAR EXAMINATION**

**Second Semester**

**TRANSPORTATION AND DISTRIBUTION  
MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is transportation management?
2. What is distribution?
3. Define delivery lead time.
4. What is material management?
5. Define mode of transportation.
6. What are the different types of mode fo transportation?
7. What is freight?
8. Define transportation administration.
9. Define transit operation software.
10. What is inspection system?

**Part B**

(5 × 5 = 25)

Answer **all** questions by choosing either (a) or (b).

11. (a) Explain the role of distribution in supply chain.

Or

- (b) Explain the advantages of distribution models.

12. (a) Explain the various factors in distribution.

Or

- (b) State the transportation principles and participants.

13. (a) Discuss the various modes of transportation.

Or

- (b) Explain about transportation performance costs.

14. (a) Explain about transportation administration.

Or

- (b) Explain E-commerce intelligent transport management systems.

15. (a) Discuss about transit operation software.

Or

- (b) Discuss various inspection systems.



**Part C**

(3 × 10 = 30)

Answer **all** questions by choosing either (a) or (b).

16. (a) Discuss warehousing concepts.

Or

- (b) Discuss about the contribution of various agencies in transportation.

17. (a) Discuss the cost components of multimodal transportation.

Or

- (b) Discuss various trends in transportation.

18. (a) Discuss about advanced fleet management systems.

Or

- (b) Discuss about transportation management.

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**C-4224**

**Sub. Code**

**84823**

**M.B.A. DEGREE EXAMINATION**  
**SHIPPING AND LOGISTICS MANAGEMENT**  
**APRIL 2021 EXAMINATION**  
**&**  
**APRIL 2020 ARREAR EXAMINATION**

**Second Semester**

**PORT MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by bale capacity?
2. What is dunnage?
3. Define moisture migration.
4. Define IMDG code.
5. What is labeling?
6. What is dock cargoes?
7. Define cargo hazard.

8. Which is the main work of dock workers?

9. What is LCL?

10. What is FCL?

**Part B**

(5 × 5 = 25)

Answer **all** questions by choosing either (a) or (b).

11. (a) Explain basic concepts of cargo work.

Or

(b) Explain about factor of safety.

12. (a) Explain about moisture content.

Or

(b) Explain the general precautions when holding bulk cargoes.

13. (a) Explain the types of segregation.

Or

(b) Explain the various types of containers.

14. (a) State about some common cargoes hazards.

Or

(b) State the factors about safety of ship and crew.

15. (a) Describe about genesis of freight forwarding.

Or

(b) Explain the various sectors of container markets.

**Part C**

(3 × 10 = 30)

Answer **all** questions by choosing either (a) or (b).

16. (a) Discuss the precautions before loading/when carrying cargo.

Or

- (b) State briefly explain the precautions when handling heavy lifts.

17. (a) Discuss the precautions when carrying concentrates.

Or

- (b) Discuss the various types of cargo pipeline systems.

18. (a) Explain briefly about sugar, rubber cargos.

Or

- (b) Discuss about LCL concepts.

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**C-4225**

**Sub. Code**

**84824**

**M.B.A. DEGREE EXAMINATION**  
**SHIPPING AND LOGISTICS MANAGEMENT**  
**APRIL 2021 EXAMINATION**  
**&**  
**APRIL 2020 ARREAR EXAMINATION**

**Second Semester**

**LINER TRADE**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is liner trade?
2. Define Unitization.
3. What are the different Cargoes?
4. What is budgeting?
5. Write down the methods of tracking container fleet.
6. Expand and define ICDS.
7. Write a short note on paperless trading.

8. List down the different types of containers.
9. What is General average (GA)?
10. State few carriers' liability for the cargo.

**Part B** (5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Describe the Refrigerated cargo ships.

Or

- (b) Write about the major ports and liner trade routes.

12. (a) Explain port terminal management.

Or

- (b) Discuss about independent ship management.

13. (a) Describe the growth in world trade unitization.

Or

- (b) Expand and explain FCLS, LCLS.

14. (a) Write a note on the Bill of Lading clauses.

Or

- (b) What are the essential elements of Carriage of goods by sea act 1992?

15. (a) Describe the INCO terms.

Or

- (b) Explain the legal aspects of Bill of lading.

**Part C**

(3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Explain vessel loading and discharging.

Or

- (b) Discuss the methods of lifting cargo and port handling equipment in detail.

17. (a) Explain the forms of Bill of lading and other linear documents.

Or

- (b) Explain the international conventions relating to Bill of lading and state its uses in liner trade.

18. (a) Explain the different methods of payments in International trade and the carrier insurance.

Or

- (b) What is container inventory? Discuss about the process of owning and leasing in detail.

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**C-4226**

**Sub. Code**

**84825**

**M.B.A. DEGREE EXAMINATION  
SHIPPING AND LOGISTICS MANAGEMENT  
APRIL 2021 EXAMINATION**

**&**

**APRIL 2020 ARREAR EXAMINATION**

**Second Semester**

**ORGANISATIONAL BEHAVIOUR**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by Learning?
2. What do you understand Organisational Behaviour?
3. What is Personality?
4. What is Rational-Economic Man model?
5. What is meant by Halo Effect?
6. What is Reinforcement?
7. What do you mean by Verbal Communication?
8. What is meant by Managerial Grid?



9. What is Legitimate Power?
10. What do you mean by Sub-Culture?

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Define Power. What are the sources of Power?

Or

- (b) What are the factors determine the individual behaviour?

12. (a) What are the principles of effective communication?

Or

- (b) Explain the concept and importance of process of learning.

13. (a) Describe the styles of leadership in an organization.

Or

- (b) How do you manage conflict in an organization?

14. (a) Write a detailed note on stress management in modern organizations.

Or

- (b) Explain organizational development and its interventions.

15. (a) Explain in detail different approaches to study organizational effectiveness.

Or

- (b) Discuss the meaning and significance of organizational culture. What are its implications?

**Part C** (3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) How does the study of personality help in understanding organizational behaviour?

Or

- (b) Discuss the nature of classical conditioning and operant conditioning. How do they differ from each other?

17. (a) What are the common barriers to effective communication? How can they be overcome?

Or

- (b) Examine the leadership styles followed by the Indian managers. Can you suggest a right style?

18. (a) What are the sources of power? How is acquired in organizations?

Or

- (b) How do organizations go about maintaining their culture? What steps are involved in it? Describe them.

**C-4227**

**Sub. Code**

**84826**

**M.B.A. DEGREE EXAMINATION**  
**SHIPPING AND LOGISTICS MANAGEMENT**  
**APRIL 2021 EXAMINATION**  
**&**  
**APRIL 2020 ARREAR EXAMINATION**

**Second Semester**

**MARKETING MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define the modern concept of marketing.
2. State the important components of internal environment of marketing.
3. Define the term product.
4. Define product mix.
5. What is the function of middlemen?
6. Mention various methods of retailing.
7. List out the characteristics of a good brand.

8. State the various buying motives of a consumer.
9. What are the benefits of B2B Marketing?
10. What is the purpose of CRM?

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Explain the evolution concept of marketing.

Or

- (b) Explain the internal environmental factors of a business.

12. (a) Explain the various levels of product.

Or

- (b) Discuss the steps in setting the price of a product.

13. (a) Explain the functions of wholesalers and retailers.

Or

- (b) Who are merchant middlemen? Briefly describe their characteristics.

14. (a) What is market targeting? Describe its steps.

Or

- (b) What are the requests for effective market segmentation? Explain.

15. (a) Explain the various benefits of CRM.

Or

(b) Write the major challenges a company has to tackle while it implementing a CRM system.

**Part C**

(3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Marketing begins with consumer and ends with consumer. Discuss.

Or

(b) What do you mean by Product Life Cycle? What are the various stages in the Product Life Cycle? Explain in detail.

17. (a) Select an advertisement that you have seen. Explain the state specifically the attractive elements of their advertisement and give reasons for the same.

Or

(b) What do you mean by buying motives? Explain the importance studying Consumer Behaviour in Marketing.

18. (a) Explain how branding plays an important role in the formulation of marketing mix and marketing strategy.

Or

(b) Discuss “CRM as a strategic management tool”.

**C-4234**

**Sub. Code**

**84841**

**M.B.A. DEGREE EXAMINATION**  
**SHIPPING AND LOGISTICS MANAGEMENT**  
**APRIL 2021 EXAMINATION**  
**&**  
**APRIL 2020 ARREAR EXAMINATION**  
**Fourth Semester**  
**LEGAL PRINCIPLES IN SHIPPING BUSINESS**  
**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is the purpose of maritime law?
2. What is a contract in a contract law?
3. Define libel.
4. What does it mean to have a duty of care?
5. Enumerate the role of freight forwarder.
6. Mention the types of charter party.
7. Elucidate the functions of bill of lading.
8. Discuss the statutory lien.

9. List out the essential elements of a contract of carriage of goods by sea.
10. Mention the limitations on the application of carriage of goods by sea.

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Explain the Basic principles of English Law with example.

Or

- (b) Briefly explain the remedies for Breach of contract.

12. (a) Describe briefly about the vicarious liability.

Or

- (b) Explain the Concept of breach of duty with example.

13. (a) Explain the Law relating to Carriage of Goods by Sea.

Or

- (b) Discuss about the implied terms in Charter parties.

14. (a) Explain the functions of B/L.

Or

- (b) Explain the concept of Lay time.

15. (a) Discuss about the Applications of Hague.

Or

- (b) List out Hamburg Rules in detail.

**Part C**

(3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Explain Maritime Conventions Act 1911.

Or

- (b) Explain the types and sources of Law.

17. (a) Discuss the Main Principles of Law relating to Agency.

Or

- (b) Enumerate the rights and duties imposed between Agent and principal.

18. (a) Briefly explain the Assignment of contract of carriage with example.

Or

- (b) Write an essay about the shipbrokers and their commission and explain how they important to the shipping business.

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**C-4235**

**Sub. Code**

**84842**

**M.B.A. DEGREE EXAMINATION**

**SHIPPING AND LOGISTICS MANAGEMENT**

**APRIL 2021 EXAMINATION**

**&**

**APRIL 2020 ARREAR EXAMINATION**

**Fourth Semester**

**MULTIMODAL TRANSPORTATION ORGANISATION  
MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define containerization.
2. What do you mean by economy of scale?
3. Write the key difference between owning and leasing.
4. Define freight rate.
5. Discuss the need for inventory management in multimodal transportation.
6. How many types of bill of lading are there?
7. Discuss the applications of conventions on multimodal transport.

8. List out any two national restrictions on the movement of goods.
9. Explain the role of supply chain in multimodal transportation.
10. Enumerate the various road transport organisation.

**Part B** (5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Explain the various sea transport vessels used in ocean freight.

Or

- (b) Elaborate in-house logistics management.

12. (a) Write note on computer applications in multimodal transport.

Or

- (b) Discuss the different freight rates and tariffs.

13. (a) Write note on equipment inventory.

Or

- (b) Write note on inventory management.

14. (a) Describe sale contract and its importance in multimodal transportation.

Or

- (b) What is waybill? Explain its purpose.

15. (a) What are the various functions of IATA?

Or

(b) Explain the various anti terrorist and illegal legislation compliance of ISPS code.

**Part C** (3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Explain the interrelationship of transport mode, trade route and cargoes.

Or

(b) Brief the outsourcing logistics and its role in multimodal transportation.

17. (a) Elaborate the integrated supply chain inventory management.

Or

(b) Explain the contributions of various operators of multimodal transport and logistics services.

18. (a) Brief the cargo liability conventions.

Or

(b) Explain the international ship owning organization and their role in multimodal transportation.

**C-4236**

**Sub. Code**

**84843**

**M.B.A. DEGREE EXAMINATION**  
**SHIPPING AND LOGISTICS MANAGEMENT**  
**APRIL 2021 EXAMINATION**  
**&**  
**APRIL 2020 ARREAR EXAMINATION**  
**Fourth Semester**  
**OPERATIONS MANAGEMENT**  
**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define costing.
2. Define financial management.
3. Write short note on Sound Job Design.
4. Write short note on Performance Rating.
5. Write short note on time series methods.
6. What is Production planning?
7. Write short note on Master Production Schedule.
8. Write short note on aggregate planning.

9. What is line balancing?
10. Define production flow control.

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Briefly explain the Operation Costing financial management.

Or

- (b) Describe the Financial Analysis in detail.

12. (a) Enumerate the key factors of job design in detail.

Or

- (b) Briefly explain the Productivity evolution and development.

13. (a) Describe the Methods of Operation management.

Or

- (b) Describe the Methods of Time series.

14. (a) Briefly explain the Maters Production Scheduling in detail.

Or

- (b) Describe the Techniques for Aggregate Planning in detail.

15. (a) Explain the detailed scheduling methods for single machine and dispatching.

Or

- (b) Enumerate the benefits good scheduling gnatt chart line balancing.

**Part C**

(3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Discuss about TQC and automation in detail.

Or

- (b) Explain the behavioural approaches of job design in detail.

17. (a) Enumerate the simple moving averages and weighted moving averages in detail.

Or

- (b) Discuss the exponential smoothing methods in detail.

18. (a) Discuss the production planning and control in detail.

Or

- (b) Describe the purpose of aggregate planning in detail.

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**C-4237**

**Sub. Code**

**84844**

**M.B.A. DEGREE EXAMINATION**  
**SHIPPING AND LOGISTICS MANAGEMENT**  
**APRIL 2021 EXAMINATION**  
**&**  
**APRIL 2020 ARREAR EXAMINATION**

**Fourth Semester**  
**MARINE INSURANCE**  
**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is international marine insurance market?
2. What is credit system?
3. What is voyage insurance?
4. What is statutory exclusions?
5. What is indemnity?
6. What is Salvage?
7. What is a contributory value?
8. What is cargo insurance?

9. What is a cargo clause?  
10. What is change of voyage?

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Briefly explain about principle of insurable interest.

Or

- (b) Discuss about second Lloyds act.

12. (a) Explain about change of voyage.

Or

- (b) Discuss in detail procedure for filling marine insurance claim.

13. (a) Briefly discuss about principles of measure of indemnity.

Or

- (b) Discuss about the partial loss of ship.

14. (a) Explain about average disbursement clauses.

Or

- (b) Explain about floating policy.

15. (a) Briefly discuss about benefits of change of voyage.

Or

- (b) Discuss about additional clauses of marine insurance.



**Part C**

(3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Discuss in detail about credit system in marine.

Or

- (b) Explain about principles of marine insurance.

17. (a) Discuss about the letter of subrogation in detail.

Or

- (b) Discuss in detail about cancelation clause certificate of insurance.

18. (a) Briefly explain about various types of clauses.

Or

- (b) Discuss in detail time clause principal insuring condition.

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